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MANUFACTURING AND TRADE INVENTORIES AND SALES JANUARY 2005

INTENTION TO REVISE: Revisions to the Retail and Wholesale adjusted and unadjusted monthly estimates for sales and inventories are scheduled for release on March 31, 2005. Estimates will be revised to reflect the results of the 2003 annual surveys, as well as the preliminary results of the 2002 Economic Census. Manufacturing estimates will be revised at a later date. Revisions to the Retail and Wholesale data will be reflected in the February 2005 Manufacturing and Trade Inventories and Sales release scheduled for April 14, 2005.

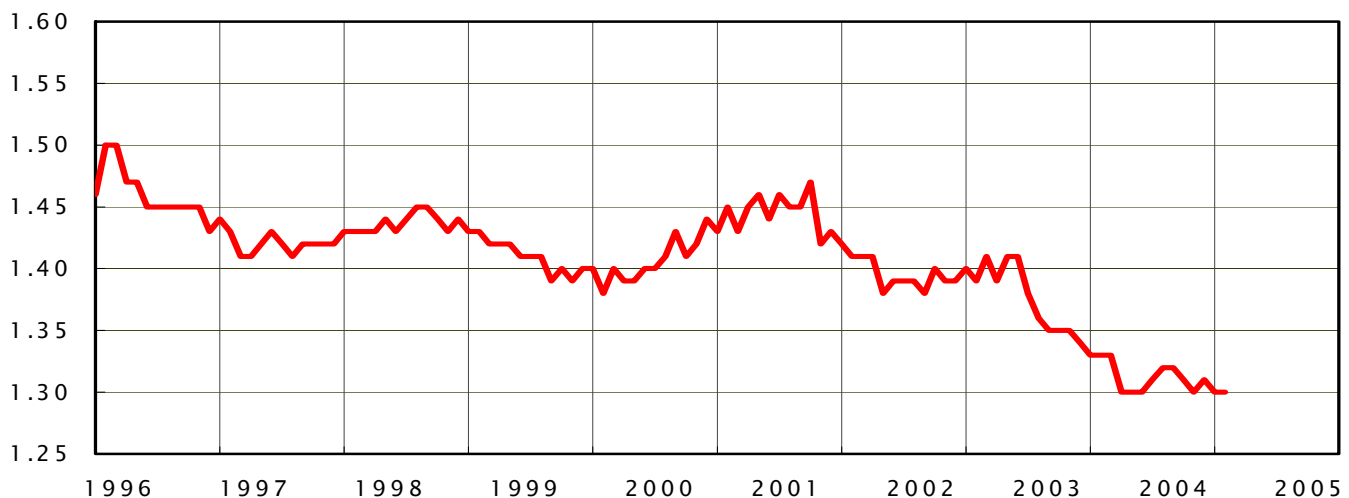
Sales. The U.S. Census Bureau announced today that the combined value of distributive trade sales and manufacturers' shipments for January, adjusted for seasonal and trading-day differences but not for price changes, was estimated at \$994.5 billion, up 0.8 percent ($\pm 0.3\%$) from December and up 11.1 percent ($\pm 0.4\%$) from January 2004.

Inventories. Manufacturers' and trade inventories adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,290.6 billion, up 0.9 percent ($\pm 0.2\%$)* from December and up 8.6 percent ($\pm 2.1\%$) from January 2004.

Inventories/Sales Ratio. The total business inventories/sales ratio based on seasonally adjusted data at the end of January was 1.30. The January 2004 ratio was 1.33.

Total Business Inventories/Sales Ratios: 1996 to 2005

(Data adjusted for seasonal, holiday and trading-day differences but not for price changes)



The Manufacturing and Trade Inventories and Sales Report for February is scheduled to be released April 14, 2005 at 8:30 a.m. EDT

For information, visit the Census Bureau's Web site at <<http://www.census.gov/bussales>>. This report is also available the day of issue through the Department of Commerce's STAT-USA (202-482-1986).

* The 90 percent confidence interval includes zero. The Census Bureau does not have sufficient statistical evidence to conclude that the actual change is different from zero.

Table 1. Estimated Monthly Sales and Inventories for Manufacturers, Retailers, and Merchant Wholesalers
(In millions of dollars)

	Sales			Inventories ¹			Inventories/Sales Ratios		
	Jan. 2005	Dec. 2004	Jan. 2004	Jan. 2005	Dec. 2004	Jan. 2004	Jan. 2005	Dec. 2004	Jan. 2004
	(p)	(r)	(s)	(p)	(r)	(s)			
Adjusted²									
Total business.....	994,473	986,724	895,413	1,290,576	1,279,194	1,188,082	1.30	1.30	1.33
Manufacturers ³	389,415	383,872	348,477	477,466	471,351	440,029	1.23	1.23	1.26
Retailers.....	316,301	315,514	292,620	481,175	479,411	452,395	1.52	1.52	1.55
Merchant wholesalers.....	288,757	287,338	254,316	331,935	328,432	295,658	1.15	1.14	1.16
Not Adjusted									
Total business.....	895,184	1,044,600	822,405	1,283,152	1,264,218	1,181,921	1.43	1.21	1.44
Manufacturers ³	352,743	381,071	318,434	474,939	459,690	437,679	1.35	1.21	1.37
Retailers.....	279,281	371,848	265,064	471,762	473,630	443,801	1.69	1.27	1.67
Merchant wholesalers.....	263,160	291,681	238,907	336,451	330,898	300,441	1.28	1.13	1.26

See footnotes and notes at the end of Table 3.

(p) Preliminary.

(r) Revised.

(s) Adjusted data were revised due to concurrent seasonal adjustment. No revisions were made to Not Adjusted data.

Table 2. Percent Changes for Sales and Inventories — Manufacturers, Retailers, and Merchant Wholesalers

	Adjusted						Not Adjusted					
	Sales			Inventories			Sales			Inventories		
	Jan. 05/ Dec. 04	Dec. 04/ Nov. 04	Jan. 05/ Jan. 04	Jan. 05/ Dec. 04	Dec. 04/ Nov. 04	Jan. 05/ Jan. 04	Jan. 05/ Dec. 04	Dec. 04/ Nov. 04	Jan. 05/ Jan. 04	Jan. 05/ Dec. 04	Dec. 04/ Nov. 04	Jan. 05/ Jan. 04
Total business.....	0.8	1.2	11.1	0.9	0.2	8.6	-14.3	8.0	8.8	1.5	-3.4	8.6
Manufacturers.....	1.4	1.2	11.7	1.3	0.1	8.5	-7.4	2.1	10.8	3.3	-2.6	8.5
Retailers.....	0.2	1.3	8.1	0.4	0.3	6.4	-24.9	19.6	5.4	-0.4	-6.7	6.3
Merchant wholesalers..	0.5	1.1	13.5	1.1	0.4	12.3	-9.8	2.9	10.2	1.7	0.4	12.0

Table 3. Estimated Monthly Retail Sales, Inventories, and Inventories/Sales Ratios, By Kind of Business
(In millions of dollars)

NAICS Code	Kind of Business	Sales			Inventories ¹			Percent Change In Inventories			Inventories/Sales Ratios		
		Jan. 2005 (p)	Dec. 2004 (r)	Jan. 2004 (s)	Jan. 2005 (p)	Dec. 2004 (r)	Jan. 2004 (s)	Jan. 05/ Dec. 04	Dec. 04/ Nov. 04	Jan. 05/ Jan. 04	Jan. 05	Dec. 04	Jan. 04
	Adjusted ²												
	Retail trade, total.....	316,301	315,514	292,620	481,175	479,411	452,395	0.4	0.3	6.4	1.52	1.52	1.55
	Total (excl. motor veh. & parts).....	235,857	233,327	217,679	320,725	318,072	298,441	0.8	1.1	7.5	1.36	1.36	1.37
441	Motor vehicle & parts dealers.....	80,444	82,187	74,941	160,450	161,339	153,954	-0.6	-1.4	4.2	1.99	1.96	2.05
442,3	Furniture,home furn., elect. & appl. stores...	17,578	17,329	16,791	29,106	29,101	26,997	0.0	2.9	7.8	1.66	1.68	1.61
444	Building materials, garden equip & supplies...	32,163	31,984	27,871	57,283	55,748	47,821	2.8	2.3	19.8	1.78	1.74	1.72
445	Food & beverage stores.....	45,296	44,979	43,246	36,018	35,837	34,787	0.5	-0.4	3.5	0.80	0.80	0.80
448	Clothing & clothing access. stores.....	16,277	16,001	15,580	38,304	37,815	37,104	1.3	0.5	3.2	2.35	2.36	2.38
452	General merchandise stores.....	43,633	43,231	41,074	72,169	71,799	67,679	0.5	1.1	6.6	1.65	1.66	1.65
4521	Dept. str. (excl. leased depts.).....	18,083	18,026	17,840	37,493	37,444	37,419	0.1	0.3	0.2	2.07	2.08	2.10
	Not Adjusted												
	Retail trade, total.....	279,281	371,848	265,064	471,762	473,630	443,801	-0.4	-6.7	6.3	1.69	1.27	1.67
	Total (excl. motor veh. & parts).....	211,198	292,694	198,999	309,439	309,625	287,617	-0.1	-9.7	7.6	1.47	1.06	1.45
441	Motor vehicle & parts dealers.....	68,083	79,154	66,065	162,323	164,005	156,184	-1.0	-0.4	3.9	2.38	2.07	2.36
442,3	Furniture,home furn., elect. & appl. stores...	15,997	24,441	15,647	28,233	29,014	26,214	-2.7	-10.0	7.7	1.76	1.19	1.68
444	Building materials, garden equip & supplies...	25,189	29,113	22,465	56,137	53,908	46,865	4.1	1.8	19.8	2.23	1.85	2.09
445	Food & beverage stores.....	44,092	49,676	42,902	36,015	36,682	34,802	-1.8	-3.0	3.5	0.82	0.74	0.81
448	Clothing & clothing access. stores.....	12,029	28,431	11,773	35,355	34,790	34,247	1.6	-16.8	3.2	2.94	1.22	2.91
452	General merchandise stores.....	36,747	65,667	34,725	67,075	67,864	62,699	-1.2	-19.2	7.0	1.83	1.03	1.81
4521	Dept. str. (excl. leased depts.).....	14,078	31,757	13,981	34,306	34,711	34,164	-1.2	-23.4	0.4	2.44	1.09	2.44

(p) Preliminary

(r) Revised

(s) Adjusted data were revised due to concurrent seasonal adjustment. No revisions were made to Not Adjusted data.

¹ Inventories are on a non-LIFO basis as of the end of the month.

² Adjusted for seasonal variations and, in the case of sales, for trading-day differences and holiday variations. Concurrent seasonal adjustment is being used to adjust all sales, shipment and inventory estimates. Concurrent seasonal adjustment uses all available unadjusted estimates as input to the X-12-ARIMA program. The factors derived from the program are applied to the current and previous month estimates and for retail and wholesale estimates a year ago as well. For retail sales, concurrent seasonal adjustment is also used to adjust the advance estimates (published one month before the preliminary estimates) and the estimates one year before the advance month. This explains the revision to retail estimates from a year ago.

³ Manufacturers sales refer to the value of shipments by manufacturers. The shipments data from individual manufacturers are adjusted prior to tabulation for the number of trading days as well as for any variations in the length of the reporting period.

Note: U.S. and group totals include kinds of business not shown. The Manufacturing and Trade Inventory and Sales estimates are based on data from three surveys: the Monthly Retail Trade Survey, the Monthly Wholesale Trade Survey, and the Manufacturers' Shipments, Inventories, and Orders Survey. The sampling variability for retailers and merchant wholesalers can be used to construct a 90 percent confidence interval for the estimates. Over all possible samples, 90 percent of such intervals will cover the true estimate. These intervals are given in parentheses for the estimates on the front page. If, for example, the estimate is up 0.8 percent and the margin of sampling error is ± 1.2 percent, the 90 percent confidence interval is -0.4 percent to +2.0 percent. If the range contains 0, it is uncertain whether there was an increase or decrease. Measures of reliability for Retail and Wholesale sales and inventory levels and changes are included in the detailed monthly press releases for those Industries. Manufacturers do not contribute to estimates of sampling variability because the manufacturer's mail panel is not a probability sample from a known frame and standard errors of the industry estimates cannot be calculated. Estimates from all three surveys are also subject to nonsampling errors, which can arise in any stage of the survey. Such errors include coverage error (failure to accurately represent all population units in the sample) response errors, coding errors, and nonresponse. Although no direct measurement of these errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data to minimize their influence.